



Organic Dairy Fluid Overview

Agricultural Marketing Service
Dairy Market News

Report 4

January 26, 2024

MMN Slug ID 1594 / Slug Name: MD_DA902

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ORGANIC MILK PRODUCT SALES

The Agricultural Marketing Service (AMS) recently released the November 2023 Estimated Fluid Milk Product Sales Report. The U.S. sale of total organic milk products was 231 million pounds, up 0.4 percent from the previous year, and down 1.0 percent year-to-date. Organic whole milk sales, 119 million pounds, rose 7.0 percent compared to a year earlier and increased 4.2 percent year-to-date. Reduced fat milk (2%) sales were 74 million pounds, declining 2.8 percent from the previous year, and down 3.5 percent year-to-date. Organic flavored whole milk sales, 1 million pounds, increased 26.4 percent from the previous year, but declined 38.6 percent year-to-date. Further information and the full report can be found online at: <https://www.ams.usda.gov/resources/marketing-order-statistics>

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS

November 2023, with comparisons

PRODUCT NAME	SALES ¹		CHANGE from:	
	October (million pounds)	Y-T-D	Prev Yr. (percent)	Y-T-D (percent)
Organic Production Practice				
Whole Milk	119	1,286	7.0	4.2
Flavored Whole Milk	1	9	26.4	- 38.6
Reduced Fat Milk (2%)	74	840	- 2.8	- 3.5
Low Fat Milk (1%)	20	247	- 12.2	- 7.1
Fat-Free Milk (Skim)	11	134	- 9.1	- 12.1
Flavored Fat-Reduced Milk	5	70	- 22.8	- 8.6
Other Fluid Milk Products	1	4	163.4	114.6
Total Fat-Reduced Milk	111	1,291	- 6.4	- 5.4
Tot. Organic Milk Products	231	2,591	0.4	-1.0

1. Data may not add due to rounding.

ORGANIC MILK UTILIZATION AND FAT CONTENT.

Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During December 2023, organic whole milk utilization totaled 17.7 million pounds, up from 16.7 million pounds the previous year. The butterfat content, 3.27 percent, is unchanged from a year ago. The utilization of organic reduced fat milk, 15.9 million pounds, decreased from 17.1 million pounds a year ago. The butterfat content, 1.54 percent, is up from 1.41 percent the previous year.

EUROPEAN AVERAGE ORGANIC MILK PAY PRICES

The November 2023 European organic milk average pay price increased in Germany and Bavaria compared to October 2023 average pay prices, but decreased in Austria and France. Additional information is shown in the table below.

Organic Milk Pay Prices in Europe

November 2023

	Euros/100L	*(\$USD/100KG)	% Change September 2023	% Change October 2022
Austria(1)	52.13	\$56.64	- 0.13	- 17.07
Austria(2)	58.39	\$63.44	- 0.44	- 14.06
Germany	55.51	\$60.31	+ 0.25	- 12.13
Bavaria	55.44	\$60.23	+ 0.13	- 11.99
France	49.85	\$54.16	- 0.39	+ 3.25

*Results are based on the January 26, 2023, exchange rate.

Austria (1) prices excludes "haymilk," Austria (2) prices include "haymilk" which is produced by cows mainly fed grasses and dry hay, rather than silage.



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ORGANIC COW AUCTION PRICES

In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$132.90 per hundredweight, compared to an average price of \$120.00 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1466.5 pounds compared to 1524.0 pounds for the top 10 organic cows.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period trade activity was moderate on light to moderate demand. Organic feed corn sold 64 cents lower delivered elevator, down 4.25 from this period last year. Forward organic corn contracts deliver Q1 2024 through Q3 2025. Organic feed soybeans sold 13 cents lower delivered elevator, down 8.42 from this period last year. Forward organic soybean contracts deliver Q1 2024 through Q3 2025. There were no comparable trades on any other organic grains from the prior period.

Information for the period January 15 - 26, 2024, issued biweekly

Published by:

Dairy Market News - Madison, WI
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